



# FACES *of* TRADE<sup>®</sup>



## Philadelphia, Pennsylvania

**Woods R. Brown**  
President and CEO

Industry  
**Manufacturing**

Number of U.S. Employees  
**250**

Exporting to China Since  
**1983**

[www.kingsbury.com](http://www.kingsbury.com)

**Kingsbury, Inc.** "is a wonderful example of how China PNTR is important for small and medium companies, not just the big guys," remarked U.S. Trade Representative Charlene Barshefsky, addressing workers at Kingsbury's Northeast Philadelphia plant. With 220 employees making specialized industrial bearings, Kingsbury is a small player with a huge future in U.S.-China trade.

Kingsbury followed one of its biggest customers into China 17 years ago, and the company has been pleased by the progress that they have made in developing the market. Woods R. Brown, President and Chief Executive Officer, says that, "...if PNTR is approved by Congress, **Kingsbury would be able to take advantage of a huge reduction in tariffs, which would further our growth in the Chinese marketplace.**"

The 88-year-old company earns millions selling bearings to large companies in other parts of the world. While China represents 5% of Kingsbury's current business, Brown emphasizes that "**it is the ripple effect that is important to Kingsbury.**"